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INDUSTRIAL SECTION

Dispatch

Financial,
Manufacturing,
Real Estate.

THE DISPATCH FOUNDED 1856.
THE TIMES FOUNDED 1856.

RICHMOND, VA., SUNDAY, MAY 14, 1911.

PRICE FIVE CENTS.

OF MANY THINGS: MAINLY RICHMOND

Seeing Richmond Just as
It Is—And, Incident-
ally, as It Was.

BIG ENTERPRISES IN THE OLD TOWN

Richmond Is an Illustrated Story
Made by Advertisers, Which
Story Takes Up a Whole
Section of at Least Twenty
Pages—Well Worth
Reading.

BY FRANK S. WOODSON.

Many years ago I had an old friend away up yonder in Henry county—up there where the mountains kiss the skies and then turn back and bathe their feet in Smith River and several other sparkling streams of lesser dimensions: streams that water and bless one of the finest counties in all of Virginia, or all of the world, as for that matter. This good old friend—he is long since dead I reckon, and if so I know he is in heaven, for a pure soul never breathed and a truer heart never beat than his. Tom Dyer, well, Tom used to love to take part in political discussions on court days. True, he never ran for an office, not that I knew of, but he generally had a friend or two who was in the line of promotion, and he was always ready to help a friend. That was characteristic of him—always ready to help somebody. I never heard of Dyer making a thousand speeches, such as they were, and I well remember that his opening was always in these words: "If I have got the correct idea, which I think I have," and so on and so on. Assuming as a first proposition that he had the "correct idea," and nobody ever doubted it, he would proceed to discuss and to dispose of constitutional questions in a way eminently satisfactory to himself and his hearers, and in a way that would have made Daniel Webster and John C. Calhoun ashamed of themselves. But he was always sure, absolutely sure, that he had "the correct idea."

The "idea," as to Richmond. Now, "If I have the correct idea, and I think I have," it is largely my business to discuss Virginia development outside of Richmond, and I have been holding it over to the "idea" best I could, leaving Richmond to take care of itself in an industrial way. Right well she has been taking care of herself and talking for herself. The good old town never talked more eloquently for itself than it does this morning in a twenty-page special section of The Times-Dispatch, which will go into history as the "Seeing Richmond" section. Of course, the reader, by perusing these twenty pages can see a whole lot of industrial Richmond that he, she or it never before saw, but I want to help these readers along by naming some things that maybe in the hurry of business they might not just fully catch up with.

From Hill's Directory. For instance: I have just been reading the Hill Directory for Greater Richmond for the good year 1911, and mightily interesting book it is—a great big book, containing in all over 2,000 pages, and carrying a yellow cover, that is, mildly yellow; possibly just a little pale. Certainly there are no features of "yaller journalism." Perish the thought. The book is chock full of very useful information, and without it I do not just see how one could go out to see Greater Richmond.

The Hill Directory Company has been getting out an annual for Richmond every year for the past fifteen or twenty years, maybe more, but never before have they gotten out just quite as satisfactory a book, certainly never one that contains so much valuable information. The great big book is so full of information it will take an average reader a month or more to digest it and get well on to the good things it tells about Richmond. I am only an average reader, and I guess it will take me a month to go through the whole volume, but in the meantime I can get one of the local reporters to help me out a bit. These reports on the local department of the greatest of morning dailies have a way of doing a thing up quickly. Possibly if I should study Hill's Directory a week I could not largely improve on the local man's hurried summary.

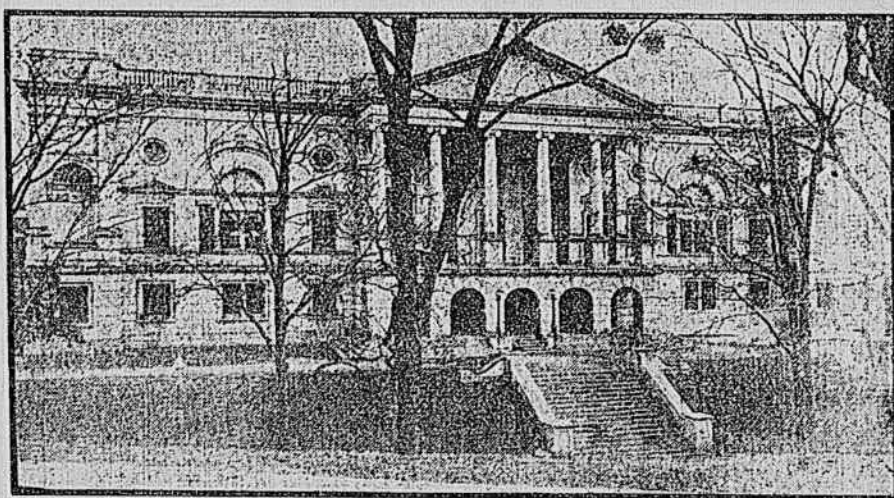
Just in a Nutshell. He has given me the benefit of his hurried notes, and here is his summary: For the first time the citizens of South Richmond are listed as citizens of Richmond, though for the information of the uninitiated the guide letter "S" appears after the names and streets of South Richmonders, to remind them they were once listed as of the city of Manchester.

Made in Richmond. Another salient feature of the new book is the listing of Richmond enterprises, under the heading "Made in Richmond." The list occupies fourteen pages, and was compiled with the aid of the Chamber of Commerce. It shows what many may not know—that almost every article of commerce is made in Richmond, from the abattoir products and automobiles all the way down the alphabet, by way of boxes and tin cans, disinfectants and envelopes, furniture and glassware, hats and heaters, paints and pickles, shoes and tobacco, clear down to wrapping paper and yeast.

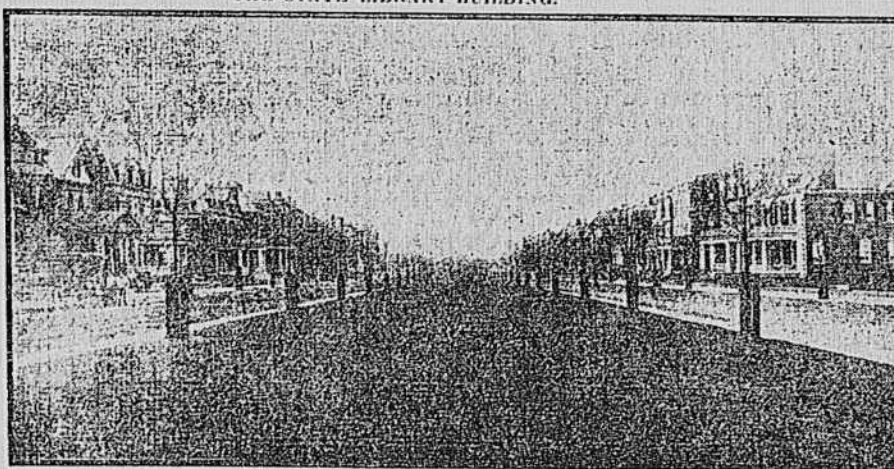
Statistical reports show 11,594 telephones, 105 miles of street railways, 1,782 industries, employing 32,000 people, and making annual sales aggregating \$90,281,418. The general roll of citizens occupies more than 1,000 pages, beginning with George D. Aaron, of 615 Nicholson Street, and winding up with Peter C. Zylstra, of 115 East Twelfth Street, South Richmond. Brief description is given of the suburbs and the way to reach them. The miscellaneous information as to lodges, churches, military

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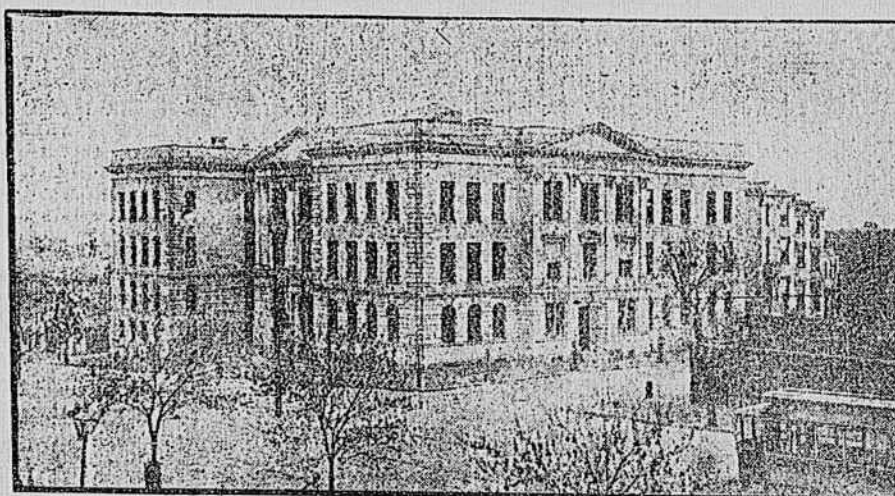
SEEING GREATER RICHMOND



THE STATE LIBRARY BUILDING.



CHARMING RESIDENCE STREET.



ONE OF RICHMOND'S MANY HOSPITALS.



WHERE FOLKS LIVE.

REDUCED SALES OF LEAF TOBACCO

Season for Marketing the Weed
About at an End—Notes
of Sales.

PACKAGE DEALING FOR WEEK

Reports From All of the Leading
Markets of Two Tobacco States.

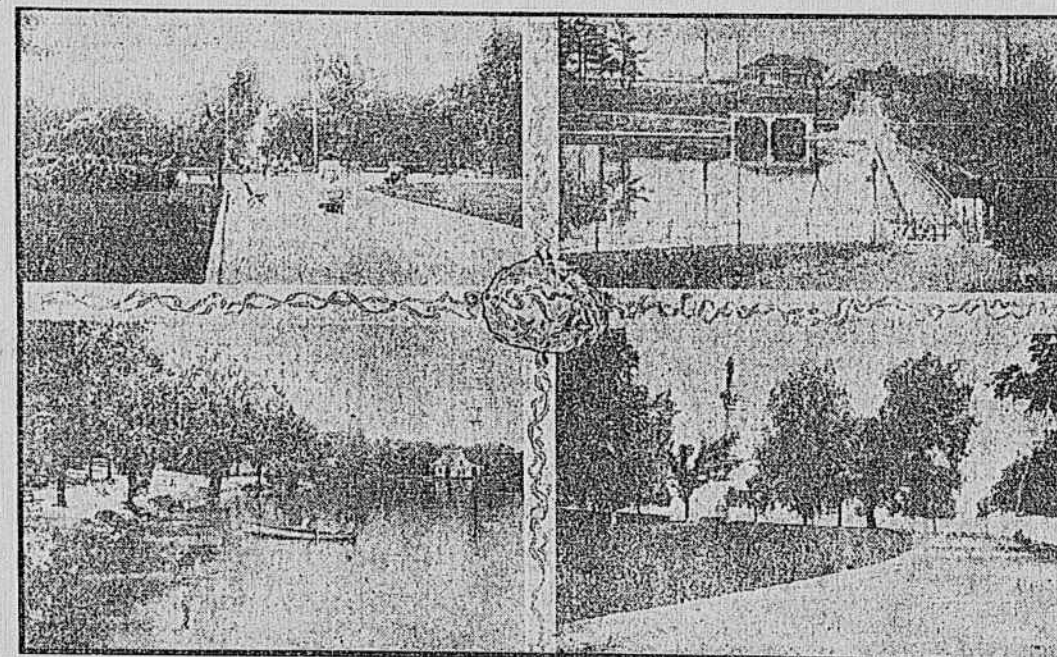
The leaf tobacco dealers, that is to say, the loose leaf handlers, are getting a little lazy, and well they may, for it is getting to be about the time of the year. The dark leaf deliveries for the present season are about exhausted. I guess the loose leaf sales of the past week, which amounted to about 300,000 pounds, came very near to winding up the stocks in the hands of the farmers. Possibly there may be a half a million pounds of sun-cured goods yet to be marketed by the farmers of the sun-curing counties, and these half a million pounds may come in this week, for the weather conditions are favorable; and then it is good-by to the leaf business for all the balance of the year, until the crop of 1911 is ready for delivery, and the very first inklings of it will not be ready until the latter weeks of September next.

The package and hoghead dealers tell me that their business has been very dull for the past week. Receipts of packages have been small, not really equal to the demand. The packages on storage have been sold down to the limit. Nevertheless the buyers have been depending in a large measure on loose leaf deliveries to meet their demands, and up to date have been to the limit. It may be that the package dealers will have an inning with the letting down of loose leaf deliveries. As how the package dealers are not selling anything at a sacrifice. And they are holding some good stocks, both dark and bright, for better prices than were offered last week.

Lynchburg Tobacco Market.
Lynchburg, Va., May 12.—John D. Coleby, of the Lynchburg Tobacco Warehouse Company (Inc.), makes the following report of tobacco sold on the Lynchburg market: Sold week ending May 5, 54,500 pounds; sold week ending May 12, 39,500 pounds; decrease this week 15,000 pounds. Sold from September 1, 1910, to May 12, 1911, 14,762,500 pounds. Of the greater part of the crop is sold and the farmers being busy are not selling anything at a sacrifice. All grades continue in active demand, with prices unchanged and firm at quotations: Leaf, common (damaged)..... \$1.00 @ \$1.25
Leaf, good, long..... 7.50 @ 8.25
Leaf, common..... 7.50 @ 8.25
Leaf, medium..... 8.50 @ 9.50
Leaf, good..... 10.00 @ 11.50
Leaf, fine..... 12.00 @ 14.50
Leaf, wrappers..... 15.00 @ 27.50

BUILDING PERMITS

John G. Scott, executor for the estate of William H. Scott, has yesterday granted a permit by Building Inspector Beck to erect a three-story brick warehouse, with basement, on the south side of Grace Street between Union and Seventeenth Streets, at a cost of \$30,000. The building is to be used for general storage purposes. Other permits to build and repair were issued as follows: J. W. Smithers, to erect a detached two-story on the west side of Seventh Street between Tredegar and Bragg Streets, \$250. J. B. Moore, to erect one-story brick stable in rear of 2015 East Broad Street, \$300. John E. Martin, to repair brick building, 325 South Fourth Street, \$250. H. F. Bernhardt & Brother, to repair two brick dwellings, 10 and 11 South Second Street, \$400. Mrs. A. Spott, to repair brick dwelling, 2211 East Broad Street, \$125.



FOUR PARK SCENES.

VIEWS AND NEAR VIEWS, HINTS AND SUGGESTIONS

Ways of Boards of Trade—Home of Alfalfa.
Some Thoughts About Gas—Cold Storage and
Its Uses—Good Roads Talk—Minor
Suggestions.

BY FRANK S. WOODSON,
Industrial Editor.

From a floating newspaper item I gather the information that the Board of Trade of Americus, Ga., is circulating an attractively illustrated pamphlet, describing the opportunities of that little city and the county of Sumter, in which it is located. I gather from this same floating item that the Americus, Ga., pamphlet issued by the Board of Trade does a good deal of money, certainly not less than \$1,000.

Virginia towns have a way of organizing Boards of Trade of one kind and another. They, the Boards of Trade, bob up in a night, like Jonah's Gourd, and in like manner they too often bob down with the rising of the morning sun. I know of at least a dozen boards that so bobbed up and so withered and died. The trouble is that the average Board of Trade in the average Virginia town does not provide for a fund that is worth while. I know of a town that what it does not recognize the fact that what is worth doing is worth doing well. The only way that the average Board of Trade has to provide a fund is by annual dues, initiation fees, etc. They are in the habit of making these too low. I know of a town that organized a Board of Trade, so called, and in the preamble and resolutions made all kinds of promises of great things the said board was going to do for the town, and then limited its income to about \$3 per member. By its best effort it could not muster more than fifty members, which would make its income about \$150 for a whole year. With that little capital in hand the board cannot, of course, make good its promises, and the only result will be that it will fall by the wayside and become the laughing stock of the community.

I suspect that this Americus, Ga., Board of Trade made its initiation fee something like \$25, and its dues of a like amount. Thus, perhaps, it raised something like \$5,000, and with that amount it can do some business, some of the telling kind indicated by its illustrated circular. Certainly it could not do much on any amount less than

\$5,000. This is just a hint to some Virginia towns I might call by name, but for obvious reasons will not.

The Story of Alfalfa.
The Business League of Demopolis, Ala., has issued a booklet, entitled "The Story of Alfalfa and Its Home," and the booklet is for general and universal circulation. It purports to describe Demopolis as the metropolis of the famous canebrake lands and its site as the ideal location in the black belt of Alabama. Information is given as to soil of the section and its value for raising alfalfa and other crops including corn, vegetables and fruits. The Demopolis district is enthusiastically described as an agricultural Eldorado. A lumber centre for hardwoods as well as pine, a centre of inexhaustible quantities of cement, rock, sand and clay found in close proximity, and a location well fitted for stock-raising, poultry farms, etc.

This booklet is a most readable thing, and to me the interesting part about it is that it does not enumerate a single good thing raisable and producible in that rich section of Alabama that cannot be more than duplicated in better ways right here in Old Virginia. And after seeing what is being done on the Rappahannock River bottoms and in the hills of Chesterfield county and Halifax county, and numerous other counties of Virginia, I must take issue with the booklet when it claims that Alabama is the "home of alfalfa." Virginia is alfalfa's real home, if it has any particular home on this big map of a great big country.

As to Natural Gas.
A Chesterfield county man told me the other day that he has reason to think that by proper boring and careful investigation, enough natural gas may be found within a radius of twenty miles around Richmond to put the Richmond Gas Works out of commission, and, as for that matter, to put a large number of coal dealers out of business. This Chesterfield man may have been talking through his hat; possibly he was, for he declined to indicate where the natural gas may be

(Continued on Second Page.)

NEWEST ALCO CARS AND WHAT THEY ARE

Good Work That Is Much Like
the Refining of Pure
Gold.

CARS OF GREAT POWER

Information That Auto Buyers
Are in Need Of—The Car
That Gets There.

In advising its agents of the new features in the 1911 Alco models, the American Locomotive Company says that the effort to improve the Alco is similar to that of refining pure gold. Several interesting modifications in the line of "refinement" and one important change in the motor power are, however, to be found in this line of distinctive quality.

Car of Many Records.
The six-cylinder car of sixty-horsepower continues to be the Alco leader. This is the car of many records, the one to which attaches the sobriquet "a lasting luxury," and it is the same basic model as the car that won the Vanderbilt Cup. The shaft drive has been perfected in this model and it is absolutely noiseless, while all the power and durable qualities have been retained. There is a new Alco carburetor of truly wonderful flexibility that permits of throttling down to the pace required in the most congested city traffic, yet it is also equal to the maximum speed of the motor. The Bosch Dual System of ignition is retained, but with a more powerful battery and a new coil, only the vibrator part of which extends through the dashboard for the convenience of the driver; this contributes considerably toward preserving a neat and smooth appearance on the inside of the dash.

The motor is now set perfectly level and vertical, instead of being tipped slightly backward. There are special steel forged strut-rods of new design, and attention is called to the universal joints of the propeller shaft, which are unusually large for the work they have to do. Hess-Bright (D. W. F.) ball-bearings are used throughout, except for the plain bearings of the motor.

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HOW RICHMOND STRUCK AN OHIOAN

Rev. Mr. Wilson, of Lorain,
Ohio, Came and Saw Sur-
prising Things.

BIG SCHOOLS AND CHURCHES

Race Segregation Was Funny,
but All Right—Preachers
and Sunday Tobacco.

Rev. John Wilson, a minister of the gospel, who hails from Ohio, spent a good part of the past winter in Richmond, and he and his wife evidently enjoyed all of their stay in this goodly part of the earth. Many things Mr. Wilson saw here, industrially, socially and otherwise, seemed to have surprised him not a little, and the most of them were not little, surprising, but pleasing. At least that is to be inferred from a very interesting letter he wrote to his home paper, the Lorain Daily News, of Lorain, O., a paper which claims to be the only daily journal in one of Ohio's biggest and most flourishing counties that "carries a telegraphic news service."

What the Visitor Saw. Mr. Wilson's letter is not especially newsworthy to Richmond folks, but it is interesting in that it shows to some folks how Richmond strikes a stranger, from Ohio, for the first time. Manifestly, some of Mr. Wilson's preconceived ideas were dissipated. Here is what he says: Richmond is like ancient Rome, built on seven hills and beautiful for situation. Through the city runs the James River, which is navigable from here to the city of Norfolk, a distance of nearly ninety miles, where it rolls into the Atlantic Ocean. The tide here rises as high as four feet. In the midst of the city are the beautiful falls of the James River, so that this is the head of navigation. Two lines of steamers, a day and night line, ply between here and Norfolk.

Richmond is a wide-awake, hustling city of wellnigh 140,000 people, many of whom are colored. Being built on hills, many of the streets are steep but the mile is everywhere in evidence, hitched one, two, three and four to wagons loaded with all kinds of products from mine, factory and farm. There are in the city a large number of factories. The chief industry is tobacco. One of the local papers recently stated there are 20,000 girls employed in the city, nearly 12,000 of whom are working in tobacco factories. There are many warehouses of all kinds and more banks than the writer ever saw in a city of this size. Any one strolling through the business parts of the city can readily see that it is a progressive, up-to-date place.

How We Grow.
The city is growing very rapidly. When we think that, at the close of the Civil War, forty years ago, the city was almost destroyed by fire, we wonder at its present proud position among the cities of the nation. The following figures show the rapid growth of the city: During the last month 110 new structures had been authorized, among them are fifty-two brick dwellings, eighteen frame dwellings, nineteen brick stores, five manufacturing plants, two office buildings and a public school, all at a total value of \$528,535. In addition to these new structures, thirty-seven others were repaired at a cost of \$45,937, making a grand total for the month of March, 1911, \$574,473. Thus far this year or since January 1, 1911, the building operation figures are \$1,305,737. When we think this has all been done during the winter and early spring, before the building

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REAL ESTATE AND BUILDING NEWS

A Week's Business That
Shows Up Pretty Well
With Busy Agents.

SUBURBS BOOM; FIGURES TALK

Main Activity Is Beyond City
Limits, but There Is Business
Doing in Town—Very Inter-
esting Figures That Tell
a Two Months'
Story.

With the opening up of spring—and it was rather late opening, too—the suburbs have loomed up in fine shape. And just at the present time it is likely that the suburbs are the centre of real estate attraction in and around about Richmond.

For instance, Westhampton is simply spreading itself. Golan & Nash, the folks who are looking after Westhampton, tell me that they are having all kinds of demands for property out there—residence property, of course, for that is the only kind they have to sell. During the past week this one firm sold not less than twenty lots in Westhampton, and they say that the buyers, the recent ones and the former ones, are arranging to build on the grounds purchased, and arranging with a prodigiousness that means that in a short while Westhampton will be a town of huge dimensions so far as lovely homes are concerned.

To the Southside.
Woodland Heights, over on the south side of the raging James River, is also doing some stunts in the way of building, and the agents say the people are appreciating these advantages and investing there right along. A dozen or more lots were sold last week in Woodland Heights.

Norwood Shows Up.
That is to the southward, and now to the northward, the high-class suburb of Norwood looms up. A lovelier suburb is not anywhere around Richmond. It is just to the north of Barton Heights, and borders on Ginter Park. John Swartwout, the originator of Norwood, is leaving no stone unturned to make his Norwood a place where the people are building there and selling on accommodating terms are all first-class and have all of the city improvements and advantages that can be dreamed of. He has spent not less than \$50,000 in making the water works and sewerage system complete, and does not include another \$50,000 or more that has been expended in granite sidewalks, macadamized streets and other good things to make Norwood lovely and cityfied. Among the recent purchasers in Norwood are Charles J. Newell and Francis Delaholm, Jr. These men will build at once. Russell C. Proctor and Arthur Mann and several others, who bought lots some months ago, have completed their homes and are living in the same.

Ginter Park.
Farther out is Ginter Park, but everybody knows about Ginter Park. The company representing this property, of which company O. H. Funsten is the president, has recently gotten out a most attractive illustrated folder, which not only tells about the beauties of Ginter Park, but also tells about life out there, but also of all other Richmond suburbs. It is worth any man's time to read this document, and anybody who wants to read it can get it right along by applying to the company.

There are some other suburbs, not a few of them, that deserve special mention, but space is scarce. However, it must be said that Colonial Place is right in the limelight. The people who are handling this property are rejoicing in the sale of several lots the past week. With the opening of spring weather the company has been extending not a little money in beautifying the property. They have added to its beauty to such an extent that the people who are this week taking in Greater Richmond are tarrying not a little while to admire the beauties of Colonial Place.

In Town Again.
But getting back to town; right in the heart of the city, so to speak. All of the agents report pretty good business for the past week, but few of them, however, are willing to enter into any very special details as to their big transactions. There is ample evidence that the business of the past week far exceeded the rather dull business of the week previous. It is rather hard to estimate the value of the real sales made and harder still to tell of the value of those that were hung on the string and liable to be made within the next few days, but such were some of the big transactions. The swaps and trades and the other kinds of deals that were made, all of which were in one way and another interesting to the dealers and to the agents, I guess the total footings would come somewhere near to \$1,000,000.

Some Few Details.
J. Thompson Brown & Co. were much like the other fellows, that is to say, reticent as to particulars. I did, however, manage to worm out of them that they sold a \$15,000 tract near the New Reservoir, which, it is said that the purchasers will utilize as an industrial development. Among other sales were some interesting properties on West Main Street, and some that front on side streets, mainly residential property. This firm announces some interesting auction sales for this week, particulars of which will be found in the advertising columns. The W. E. Purcell, Jr. Co. made some good sales amounting to about \$50,000, mostly in vacant lots and residence property in the West End, particulars of which are lacking. Dolson & Bondexter were a little in the last week's swim, and the reports are to the effect that they sold

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